

CONSERVATION, THEME OF MENDENHALL AND HOSMER

(From Thursday's Advertiser.)

In the lounge room of the Commercial Club yesterday afternoon the Woman's Rivers and Harbors Congress local representation held a session in the interest of conservation of national resources with particular reference to the needs of Hawaii, at which W. C. Mendenhall of the government bureau of conservation at Washington, and R. S. Hosmer, Superintendent of Forestry of the Territorial Bureau of Agriculture, made addresses. Both addresses were of deep interest to the large audience. Mrs. Philip Weaver opened the session by introducing Mr. Mendenhall.

Mendenhall on Conservation.

W. C. Mendenhall spoke on conservation and the territorial water supply as follows:

The term "Conservation" unknown except in limited circles five years ago is now on every tongue. The national movement for which that term stands was unheard of by the general public before the Roosevelt regime. If by accident its quiet although sturdy beginnings came to the attention of our "practical" statesmen, it was regarded as one of the infinite number of Utopian schemes born each decade and dying at birth. But this movement, founded on wise foresight, standing for the application in national affairs, and to natural resources, of the simple principles which every business man applies in his own business affairs, and which every wise housekeeper uses in the management of her own household; made instant appeal to the common sense of each individual who came to understand it; and so, from an obscure movement without influential support, it sprang under the vigorous championship of Theodore Roosevelt and his friend, Gifford Pinchot, into national prominence and quickly became a great national issue. Five years ago our lawmakers had not heard of it, or having heard of it, ignored it; now they recognize it as a force with which they must deal and its supporters as an active body of practical idealists who will be heard. The question is no longer one as to whether conservation on the whole is wise, or whether the movement is to go forward at all, but rather as to how rapidly its tenets shall be enforced, how many of its principles shall go to effect now and how many it were better to postpone until public sentiment is ripe or until business interests shall have adjusted themselves to the swiftly changing public attitude toward the rapid exploitation of irreplaceable natural resources. The change in sentiment in this respect is already real. Certain masters of industry, not long ago, regarded as models of enterprise, because of their rapid accumulation of wealth through the exploitation of forests, coal, oil and gas, phosphates, water resources, now to their great bewilderment, find themselves looked upon with serious suspicion. It is no longer regarded as good citizenship to sacrifice ruthlessly the interests of future generations in order that wealth may be accumulated in this. The manner of a great coal or lumber company, who has taken pride in creating an industry, building up a community and accumulating wealth for himself and his associates and too much engrossed in too careless to watch the trend of public opinion is shocked some day into an amazed and resentful consciousness of the changed public attitude toward himself and his enterprise. Is not the oil or the lumber to use he says? It is not perfectly legitimate to create wealth by an exploitation of these resources, in the possession of which the nation is so fortunate? Suppose he leaves a path of destruction behind him. Future generations can take care of themselves, as this generation must, he is not reaping but the legitimate reward of his foresight and enterprise in acquiring these great bodies of coal, oil, timber and phosphate? Are they not his own? Whose business is it anyhow how he mines or how he cuts a lumber? Of course he does it in the way that yields the largest returns, that's what he is in business for. Fifty per cent. of the coal wasted? All the underground water killed? Well, that's because it doesn't pay to save it. You don't expect him to waste his own and a stockholders' money in outlays that bring no return do you? So he fusses and fusses. He has not changed, but standing in his community has. It is irritating beyond understanding. He may even be threatened with indictment because it is found that he has squandered his large holdings of coal or timber in the usual way by using many employees. He, the most prominent man in the community a criminal? Conceivable. Who is this man Pinchot anyhow? What is conservation? Fool and his fad. A dreamer and his team. Away with them. Let us have business administration. This type of man has been passed the evolution of public opinion. A few years ago he represented the normal, usual attitude toward his business. But the public conscience has developed and now he represents only a irritated and decreasing minority, not he has rights that must be respected. He is not criminal in intent, he deserves and will receive a hearing and time to comprehend the change that is coming about and to adjust it. There is much discussion of and much interest in the attitude of the present national administration toward a conservation policies. The ultra-conservationists profess to fear a complete reaction, while the enemies of the movement seem to be afraid that after President Taft in his quiet but effective way will prove as strong a friend of the doctrine as Mr. Roosevelt himself.

So far as we can judge by the utterances of the President, the outlook is usual lies between these extremes. It is likely that Mr. Taft believes that too much has been claimed for conservation, and too much demanded in its name. He may think that the movement has grown somewhat too rapidly and that some pruning is necessary in order that the final

growth may be well balanced, thoroughly healthy and truly vigorous. As an experienced statesman he knows that progress in any great public movement consists in a series of advances and recessions, each advance being greater than the succeeding recession, and an improvement over the preceding advance in direction and vigor. It may I think be accepted that he regards his function in relation to this policy like his function in relation to many other of the Roosevelt policies, namely that of placing them upon a firm legal basis. He is essentially a great lawyer and a great judge. Mr. Roosevelt is essentially a great propagandist. The two men are close friends and served together in various relations throughout the Roosevelt regime. Each is a man of vigorous militant honesty, with a high sense of justice and fair dealing and a high ideal of citizenship and statesmanship. But in their methods of dealing with men and problems they are wide apart. No one I believe recognizes these facts more clearly than the men themselves. Mr. Roosevelt has stated that he believes Mr. Taft, the ideal man to round out the work already begun. Mr. Taft has repeatedly reiterated his belief in the Roosevelt policies. We can not doubt that Mr. Taft will endeavor to right by legal methods the inequalities and the injustices to which the national attention has been called by Mr. Roosevelt in stirring messages, that were received with popular plaudits but fell on deaf legislative ears; and that he will use every endeavor to have translated into statutes the many strong constructive policies enunciated by Mr. Roosevelt and advanced through their preliminary stages by him, in some cases by the temporary device of presidential decree.

Conservation is one of these policies. We may expect to see it lopped free of such fads and impracticable doctrines as have been attached to it by false or unwise friends and thus improved we have every reason to expect that it will receive Mr. Taft's vigorous and effective support. Indeed many practical steps are now being taken in a quiet way toward the enforcement of conservation principles. I may mention one striking example that illustrates the tendency. Coal lands that form part of the public domain of the United States are no longer sold for \$1.25 per acre but are now purchasable only at a price based on the quality of the coal, its relation to transportation and its estimated tonnage. Under this policy maximum prices of \$800 per acre are being paid and these receipts go to swell the Reclamation fund. This is indeed practical conservation, and conservation of this type in which you here in Hawaii are especially interested, and in the promulgation of which under the leadership of your territorial officials you have already taken such advanced ground, is sure to go on.

The conservation movement, although its name and its great prominence are recent, is not new. Like all great, right movements, it has long been growing slowly and had really begun much quiet momentum before it found a powerful advocate in Theodore Roosevelt.

Men here and there all over the Union have long realized the needless waste in our use of our natural products and have deprecated it. Several scientific bureaus in Washington have been engaged for years, some of them for a quarter of a century or more, in laying the foundation for the present policy. But the leaders have recognized that it is not sufficient before the bar of public opinion, to hold convictions. It is necessary to be able to prove them so that the other fellow may be convinced also.

The prophet is in effect a mere dreamer until he can prove that his prophecy is based on sufficient facts and sufficient well based theory. Ten centuries ago the man who predicted that the sun would disappear for an hour at noonday a month or a year or a century later, would have been jeered at. Now we do not question the accuracy of predictions of lunar eclipses. Eighteen years ago when Maj. J. W. Powell, second director of the U. S. Geological Survey, told a great gathering of irrigators and promoters in the Southwest that when every available drop of water in the arid states and territories was fully utilized, not five per cent. of the deserts could be irrigated, he was greeted by yells of derision. He was right by a wide margin, and the 10,000 who contradicted him were wrong, but he could not prove his point, because the necessary facts had not been collected. This collection was soon begun, however, and the foundation for the Reclamation Service was thereby laid. When fifteen or twenty years ago forest conservation was first advocated in the United States the advocate was told that he was a fool, that the timber resources of the mainland were so vast that they could not be exhausted, and though he did not believe it, he could not prove his point; but the mapping of forest areas and the estimation of standing timber and of its annual reduction began forthwith, and now with these estimates fairly complete, the Forest Service is able to tell us authoritatively that without a radical change in policy, our forests will disappear in 30 or 40 years.

From time to time voices have been heard advocating regulation of coal and iron mining, because of danger of exhaustion of the reserves of these minerals but the facts have not existed until recently to prove this anxiety to be well based. As the result, however, of more than 25 years of patient exploration and investigation and careful mapping, the U. S. Geological Survey is now able to present fairly satisfactory estimates of the reserves of these and many other natural resources, and of their rate of exhaustion, so that here also the advocate of a policy of conservation has facts upon which to base his argument. As a result, the world which in the old days he was always hailed, namely, "inexhaustible," has disappeared from the vocabulary of the opponents of the policy.

Thus you see that the movement for which this meeting stands and in the

practical application of which the Territory of Hawaii has made great advances, is not one of sudden or of particularly recent growth. The Federal Bureau have been patiently preparing for that time, when evidence should exist that would enable the irresistible logic of the movement to be asserted, and when a champion should arise to whom the people should listen. The man and the hour arrived in Roosevelt's administration and the effective champion appeared in Gifford Pinchot, with his broad grasp, his earnest practical idealism and his charming personality.

With the contemporaneous appearance of all these favorable factors the movement suddenly blossomed out like the cereus, in a night as it were, and the nation woke up to a realization that a great movement was underway.

Now that realization of the wisdom of the policy and of the need of action has been forced upon the nation, the time for definite constructive policies, and for legislation is here. This does not mean that the stock taking period is past. The census of our existing resources is not by any means complete and must be continued; and it does not mean either that there has been no conservation legislation. There are initial laws among our Federal statutes and you have territorial enactments that give force to the movement. In short, the periods of the propaganda and of action, legislative and executive, overlap; nevertheless, that period upon which we have just entered is essentially one of translating into law, those conservation policies which are sufficiently fully tested to justify this action. There is danger in this movement, as in any movement that has become popular, that its unwise friends may bring about the passage of premature or of ill-considered laws that may retard instead of advance the fundamental idea of conservation, namely, the maximum possible beneficial use of all resources, now and in the future, or as it has been recently well expressed, "the greatest good of the greatest number, for the longest time." It opposes undue sacrifice of the future for the present, but it does not, as some of its opponents maintain, advocate undue sacrifice of the present for the future. It always opposes needless waste.

The work which Mr. Leighton and I are beginning here by invitation of your Governor and other territorial officials, has to do with the stock-taking phase of one branch of conservation work, namely, conservation of the water resources. As all arid or semi-arid sections increase in population, there comes a time when the mounting value of agricultural land brings about a keen demand for water, through whose use alone, dry lands can be made productive.

A shortsighted policy leads to the easiest use in the cheapest possible way of the most obvious sources, to the neglect of others of perhaps equal potential value. And the construction of canals and irrigation systems on this basis may make impossible the final utilization of all the sources, just as hurried careless lumbering may render unavailable for man's use, more timber than is harvested.

A farsighted policy on the other hand calls first for a study of all the sources, their relations to one another, their character, the habit of flow of streams, whether regular or spasmodic, the possibilities of storage and of power development, the relations of underground supplies to surface supplies and to power, the best ways to integrate the two, and the relations of soil and forest cover to both. With data of this kind in hand, as a result of years of measurement and investigation, the irrigation engineer can so plan his construction as to make the fullest possible use of all the water. Attempts to construct without such data lead to failures of a type with which the arid lands of the West are dotted. Expensive systems have been built in many areas and it has been discovered later that not sufficient water is available to operate them, or that an important source had been overlooked and could not then be utilized.

It is to avoid errors of this kind that a systematic survey of the waters of the Territory is now being undertaken, and as it progresses, you will find yourselves laying a broader and broader foundation for that true development that knows no retrogression because it is founded on precise knowledge of those factors upon which it depends.

Hosmer on Hawaii's Needs.

Ralph S. Hosmer, chairman of the Territorial Conservation Commission of Hawaii, spoke on Conservation in Hawaii as follows:

Within the past eighteen months conservation has become a household word in Hawaii. For some years the people of these islands have been familiar with the general principles underlying the movement, through seeing them in actual operation. But it is only of late that there has come to be realized in its true value the relation that exists between a right use of the natural resources and the sustained economic prosperity of the Territory. It is not necessary before this audience for me to define what is meant by the term Conservation, nor to elaborate upon the principles that underlie the movement. But in a movement that has developed so rapidly and has so many ramifications as does conservation, it is not always easy to keep accurate track of just what has taken place. Consequently we are justified in stopping now and then to look about us to see what progress is being made. One of the essential features of the movement for the right use of the natural resources is the taking of stock—the finding out of just what our resources are, that we may make wise plans for their development and exploitation. The purpose of this paper is to take stock of what is now being done in this Territory to bring about a wider and fuller and better use of some of our local sources of material wealth and briefly to call to mind what the final objects are toward which our efforts are directed.

The most significant recent step in the progress of conservation in Hawaii was the enactment last March by the territorial Legislature of the law authorizing a special income tax "to promote the conservation of the natural resources of the Territory through immigration and other means." Primarily an immigration measure, this law, Act 23 of the Session Laws of 1919, provides that a tax of two per cent, in addition to the existing income tax, shall be levied on all incomes over \$4000. Three-fourths of the money so derived is to

be used for "the encouragement of immigration to the Territory of Hawaii in aid and development of the agricultural resources and conditions." The fourth part "the development, conservation, improvement and utilization of the natural resources of the Territory." A subsequent act provided that to this fund shall be charged the expenditures made on account of the work carried on by the Territorial Board of Agriculture and Forestry, the aid to the Hawaii Experiment Station, and the money set apart for hydrographic and topographic surveys of the islands, to be undertaken by experts from the U. S. Geological Survey. By transferring the appropriations for these departments to this special fund the advantage was secured of reducing somewhat the regular budget and thereby increasing the amount available for other departments. It is not yet apparent just how much this special income tax will yield but it seems probable that the allotments for the several existing bureaus just named will be somewhat greater than in the past. The provision for the hydrographic and topographic surveys is of course a new item.

From a conservation standpoint the important feature of this Act is that provision is here made for the first time for a start in the systematic study of the water problems of the Territory and the accurate mapping of the semi-arid lands. Both of these are essential prerequisites to any far reaching plans for the development and ultimate settlement of these areas. The passage of this law makes it possible to follow up the recommendations of Mr. F. H. Newell, contained in his masterly report entitled "Hawaii—its natural resources and opportunities for home making." This report, it will be remembered, is the outcome of a trip to the islands made by Mr. Newell last autumn, by direction of the then Secretary of the Interior, Hon. James R. Garfield. It is emphatic evidence of the value of getting influential government officials to visit the islands. Mr. Newell was detailed to come here almost immediately on Secretary Garfield's return.

Paraphrasing, let me here urge all those who have not yet read Mr. Newell's report to lose no time in getting a copy and becoming familiar with it. The Promotion Committee has it for distribution. Copies may be had free upon application.

Regarding the work now actually under way Mr. Mendenhall will speak to you in detail of the investigations that Mr. Leighton and he have in hand. Enough for me to say that the work started by them is the beginning of one of the most important steps toward the reclamation through irrigation of considerable areas of semi-arid land throughout the Territory. Without water these lands are of comparatively low value. With water they will not only become highly productive but rightly handled can be made the basis for American homes. And this is the ultimate object—the goal toward which all conservation work both here and on the mainland is directed—the making possible of homes for the people.

It has so often been said that what Hawaii needs is more American settlers, that the statement tends to become trite through repetition. But it is none the less true. Because of the very fact of its isolated geographic position there are put upon this Territory by the nation certain duties. These can most efficiently be performed only when there is present in Hawaii a vigorous, self-reliant American community, of sufficient numerical size to control the local situation. From the standpoints of military necessity, commercial development and social betterment it is alike essential that there be an increase in Hawaii in the number of American homes.

There is no possible question of the desirability of getting such people but the mere desire for settlers does not put them on the land. Many attempts to get permanent settlers have been made in the past with varying degrees of success. Based largely on the findings of Mr. Newell and the recommendations in his report, it now appears that perhaps the most practicable way to bring about conditions that would make it possible to attract and secure the sort of home makers we need, is through the extension to Hawaii of the benefits of the Federal Reclamation Act. Under this law it appears possible to reclaim considerable areas of semi-arid public land on each of the larger islands, through irrigation. The Territory has already gone nearly to the limit of its resources in its attempts to develop the islands along traditional American lines. The burden of taxation has now almost reached the breaking point. The reclamation of the semi-arid lands is too big and expensive a task for this community to tackle alone. The time has come when aid must be sought from some outside source. A practicable solution is presented in the extension to Hawaii of the Federal Reclamation Act of June 17, 1902. The investigations now under way mark the path for further advances. Therefore it should be the pleasure of all large minded citizens as it is the duty of Territorial officials to help on a movement that means so much for the future of Hawaii.

The Reclamation Act provides for a revolving fund—started, originally, by receipts from the sale of public lands, whereby areas of potentially arable land throughout the West may be reclaimed through irrigation and transformed into home supporting farms. Its operation is limited to the States and Territories west of the 99th meridian, but including Texas, to which State the Reclamation Act was extended by special act of Congress three years ago. As a full fledged Territory, having considerable areas of irrigable public land, is the claim of Hawaii that she is justly to be considered an "irrigation state" and consequently entitled to the benefits of the Reclamation Act.

To secure the extension of this law to Hawaii requires an act of Congress. Favorable action by Congress in any given measure is usually the result of strong and aggressive support. In a project like this little can be hoped for without the assistance of friends on the mainland. Especially desirable is the endorsement of great popular associations, for often the real wishes of the people are best expressed in this way. This is particularly true of the National Irrigation Congress, whose recommendations carry great weight in all matters pertaining to irrigation. The National Irrigation Congress, now in its eighteenth year, is made up of representatives of all the leading irrigation institutions throughout the country—states, cities, national and local associations, water companies and interest-

THROW OUT THE LINE

Give the Kidneys Help and Many Honolulu People Will Be Happier.

"Throw Out the Life Line"—The kidneys need help. They're overworked—can't get the poison filtered out of the blood. They're getting worse every minute. Will you help them? Doan's Kidney Pills have brought thousands of kidney sufferers back from the verge of despair. Will cure any form of kidney trouble.

John L. Perry, Columbus, Texas, says: "About a year and a half ago I was taken sick with what I believed was kidney trouble. My limbs and feet began to swell and the doctor I consulted said I had Bright's disease. I received no relief from his treatment and consulted another physician. He told me I had dropsy and that my death was only a question of months. A friend, hearing of my condition, advised me to try Doan's Backache Kidney Pills. I procured a box and their use brought prompt relief. After taking the contents of a few boxes of Doan's Backache Kidney Pills, I was able to get around with ease. I can truthfully say I owe my life to the curative powers of this remedy. I always keep Doan's Backache Kidney Pills on hand and take a few doses occasionally with the best of results."

Doan's Backache Kidney Pills are sold by all druggists and storekeepers at 50 cents per box (six boxes \$2.50) or will be mailed on receipt of price by the Hollister Drug Co., Honolulu, wholesale agents for the Hawaiian Islands.

Remember the name, Doan's, and take no substitute.

ed individuals. It is a powerful and thoroughly representative organization. Recognizing this, the Territory of Hawaii was this year represented at the meeting of the congress held at Spokane by a delegation of six members. The aim of the delegation was to press the claims of Hawaii and to secure the endorsement by the congress of the project to extend the Reclamation Act to this Territory. In this quest we were successful. The resolutions adopted by the Seventeenth National Irrigation Congress contain among other recommendations this clause: "We urge the Congress of the United States to extend the Reclamation Act to the Territory of Hawaii."

Similar favorable action was also secured at the First National Conservation Congress, held at Seattle, August 26 to 28, where one of the resolutions adopted was in favor of this project.

One other point gained may also be noted in this connection. Largely through the active interest and influence of Mr. F. H. Newell, representatives of Hawaii were given an opportunity in Seattle to appear before the Senate Committee on Arid Lands, then en route on a tour of the West to investigate various reclamation projects. It is before this committee that the bill to extend the Reclamation Act to Hawaii, introduced at the last session of Congress by Prince Kuhio is now awaiting consideration. The committee's presentation of statements in favor of Hawaii's contention, following which briefs were filed giving the arguments at greater length.

These are all steps in the right direction and properly followed up should be of no small help in bringing about the desired result. But it is only the beginning. To be successful the campaign must be unceasingly waged until the object Hawaii desires is secured. One of the reasons why we were successful at Spokane and Seattle was that we knew precisely what we wanted and went after that one thing. What is needed now is that the points gained so far be followed up. We have a law enabling the Territory to cooperate with the Federal government by beginning a study of the local problems. Water experts are already on the ground. Other experts are on their way here to ascertain the exact situation and need in the way of maps. What is wanted now is a better understanding by the general public of the reason for these investigations and the end toward which they lead. It can not too often be said that the final goal—the essential purpose of all conservation work, here or on the mainland is the making possible of more American homes. An enlightened public sentiment helps tremendously in backing up such work and keeping it going. Much local interest already exists. This interest will increase when the people know more about what is intended and what is being done. The diffusion of such information is peculiarly the duty of such an organization as this. The members of the Hawaii Branch of the Woman's National Rivers and Harbors Congress can do no more useful work than by posting themselves accurately on this subject and then passing the word along.

Over in the Pacific Northwest one of the best of the many local catch phrases is, I think, that of Walla Walla: "What Walla Walla wants is YOU." What Hawaii needs is that we all get together and work to bring about such a condition of things that we can stand on an even footing with our friends on the mainland and be able to offer to prospective settlers an equally good, if not a better chance in Hawaii now. Unfortunately we can not do that now. Economic conditions here are not yet ripe for the immediate influx of a large number of American settlers. But through the intelligent, consistent and continued application of the principles of conservation, backed up by an ever increasing public sentiment, Hawaii may one day hope to be equipped adequately to play the part that unquestionably waits for her in the great world drama of the development of the Pacific.

DON'T TAKE THE RISK.

When you have a bad cough or cold do not let it drag along until it becomes chronic or develops into an attack of pneumonia, but give it the attention it deserves and get rid of it. Take Chamberlain's Cough Remedy and you are sure of prompt relief. For sale by Benson, Smith & Co., agents for Hawaii.

The case against George Kana, charged with gambling, was yesterday postponed until Monday next.

PROMOTION WORK BRINGS RESULTS

The Promotion Committee held a short business session yesterday afternoon for the purpose of approving the minutes of the last meeting and also to transact a little routine business. Matters connected with the floral parade of 1919 were informally discussed.

Acting Secretary Cooper reported that he is receiving letters of inquiry concerning the Hawaiian Islands by every mail and told of the great demand for Hawaiian pineapples at the Alaska-Yukon exposition. He submitted his weekly report as follows:

Honolulu, Sept. 23, 1920.

Chairman and Members of the Hawaii Promotion Committee.

Gentlemen: Now that the tide of travel has set towards Hawaii in such volume that transportation facilities are swamped in their efforts to handle it, I believe that we may be pardoned for claiming credit for a large measure of these results. It has been the steady, unremitting, consistent work of this body for the past five years in sowing seed, which is now beginning to yield a great harvest; and the work we are doing today will be bringing results for many years to come. I mention this because I believe that during the past summer more of our people have come to realize the value of the Hawaii Promotion Committee's work than ever did before. More than usual have been on the mainland during the past few months, and all have been forced to recognize the evidences of our work.

I give our committee almost all the credit because we have been doing practically the only organized promotion work for the islands. California, Florida, the West Indies, and almost every other place which offers attractions to tourists, not only have their publicity bureaus, but are supplemented by transportation companies, hotels, real estate companies, which keep their magazines and newspapers filled with costly advertisements. The Hawaii Promotion Committee has had but little such cooperation.

The Alaska-Yukon-Pacific Exposition will be worth to the Territory many times what it has cost us, but the results from it are to be looked for more in the future than in the immediate present. As you know I spent the summer in Seattle assisting in pushing Hawaii to the fore. Although during that time I was not in the employ of this committee, still the promotion and publicity end of the work fell to me, and I never ceased to consider myself a part of this body. In fact I had my cards announce me as a representative of your committee. I am only sorry that it was not possible for every member to visit the exposition, but I think you have heard few poor reports of Hawaii's exhibit, from any source. At all times we secured our full proportion of the general attendance, and we held attention better than probably any other exhibit. By the last mail we received through a clipping bureau an extract, evidently from a letter, published in the Garden City (Kansas) Evening Telegram, which is very flattering. It follows:

"I think Hawaii interested me more than anything else at the exposition. These particular Pacific possessions have had a peculiar attraction for me for years, and especially of late. I fear I missed many other good things today at the grounds because I couldn't break away from the Hawaiian building. The beautiful building, the fine exhibits, the data, the illustrated lectures, the products displayed for sight and taste, the natives, left a charm, an enchantment, that brought a definite and ineffaceable impression. I don't think I ever shall be quite happy until I go to Honolulu!"

Of course the success of our pineapple demonstration is well known. The fruit sold at an even ratio to the attendance on the grounds throughout the season. This attendance was increasing up to the time I left, and averaged about 25,000 daily. The largest day was "Seattle Day," on the 6th inst, two days after I left, when over 10,000 passed through the gates. A letter from my wife received by the last mail, states that the receipts from the sale of pineapples for that one day, were nearly \$1000, and that over 2000 cans of fruit were opened. On the Saturday previous (Japan Day) the receipts amounted to about \$300. From these figures, and the fact that the sales are regular in proportion to the attendance, it would seem to leave no reason to doubt that a similar demonstration at Atlantic City, or other place where large crowds congregate, would be equally successful.

Our Hawaiian girls played a very important part in the success of Hawaii's exhibit. They were universally admired and were our chief reliance in the social end of the work, which was no small part. Everywhere they went they were a center of attraction, and they have won for themselves and for the Territory a most enviable reputation.

Kani's singing boys of course made a great hit. Besides singing all day in the building, they were constantly in demand for outside engagements, and did much to advertise the name of Hawaii. At several evening musical events, in which our boys sang from outrigger canoes floating on the "Great Geyser Basin," and were listened to by audiences of 10,000 or more, they obviously gave more pleasure than did the splendid band, or the high-class foreign operatic singers, which also took part, as evidenced by the insistent applause.

I have just begun to get familiar with Mr. Wood's work since he left. One thing has impressed me very forcibly, and that is the great increase in the number of inquiries by the last two mails, over what was usual when I went away last May. It is no small task to properly attend to this correspondence alone.

Respectfully submitted,
WILLIAM J. COOPER,
Acting Secretary.